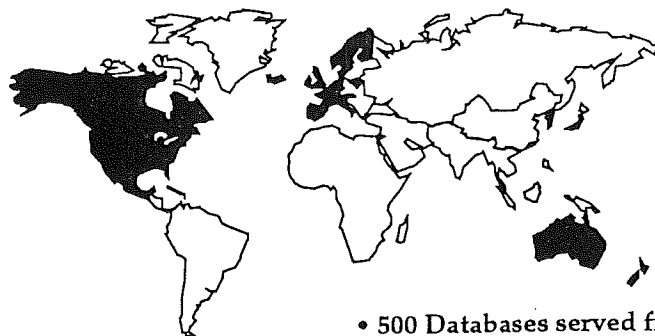


Wide Area Information Servers, Inc.

Internet Publishing

Brewster Kahle
President
Japan 12/93

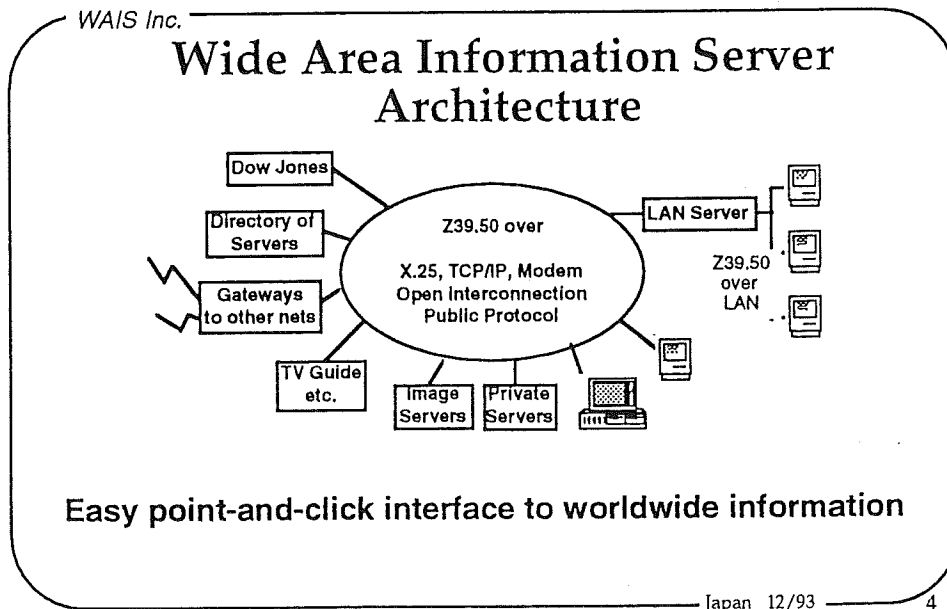
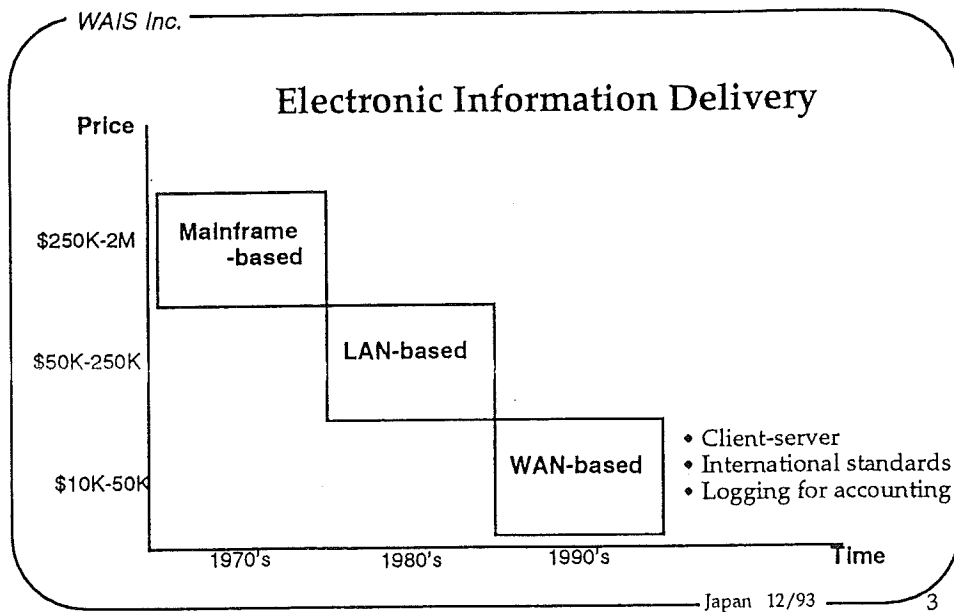
WAIS on Internet



- Over 50,000 users on the Internet
- Users in 32 Countries: Mexico, Singapore, Finland, Australia, ...

- 500 Databases served from 12 Countries:
Norway, Canada, UK, ...
New database every day.

- VT-100 Interface in California:
240 each day, 4,600 different machines

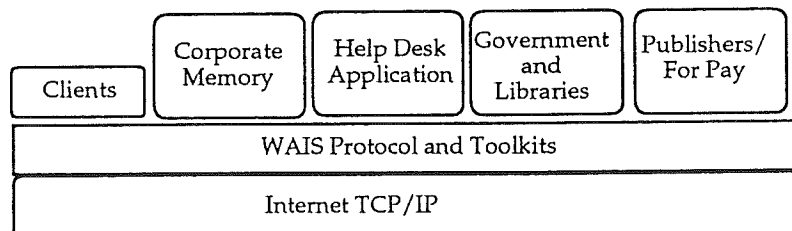


WAIS Inc: Network Publishing

- Founded June 1992 from 1990 Consortium of Apple/Thinking Machines/DowJones/KPMG
- Technology: 2 Founders from Supercomputing
- Internet: Experience in Building an Internet System
- Publishing: 2 Founder from Publishing

WAIS Inc Position

- WAIS Inc Brings
 - Application Protocols
 - Database Server Technology
 - Wide Area Network Expertise
- Work with Industry Partners



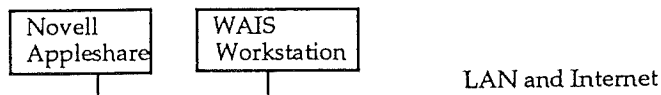
WAIS Inc Markets and Partners

- Large Corporations
 - Fujitsu, Intel
 - Perot Systems, Mitre
- Publishers
 - Dow Jones, encyclopedia, Scholastic Inc
 - Sun Microsystems
- Government
 - NASA, Defense, Intelligence
 - US Government Printing Office
- Libraries
 - Library of Congress, Rice University

WAIS Inc Products

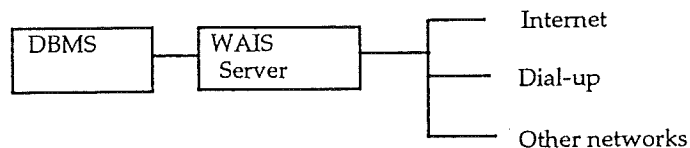
WAIS Workstation for Unix

\$10k-40k



WAIS Server for Unix

\$15k-50k



Services and Training

WAIS Navigation

- Optimized for Wide Area Networks
- Natural Language with Relevance Feedback
- Personal/Enterprise/Wide Area Information
- Interactive Search → Agents

WAIS Inc Server

- Mixed Natural Language and Boolean
- Accounting for Billing
- Restricted Access
- Data in original formats
- Popular Unix Platforms

Future Directions

- Servers: Integrate Gopher, Web, and WAIS Capabilities
- Protocols: Working on Standards Committees and Protocol Toolkits
- Online Services: Service Bureau of Publishers

1994 Plans

- Server 2.0 Release: Integrate Browsing, DBMS, and Security
- Protocol Toolkit: Z39.50-v2, URL, RSA, etc
- For-Pay Services on the Internet